| Attorney or Party Name, Address, Telephone & FAX Nos., State Bar No. & Email Address | FOR COURT USE ONLY |
|---|---|
| Anerio V. Altman, Esq. #228445 Lake Forest Bankruptcy II, APC PO Box 515381 Los Angeles, CA 900051 Phone and Fax: (949) 218-2002 avaesq@lakeforestbkoffice.com | |
| ☐ Individual appearing without attorney | |
| Attorney for: DEBTOR | |
| UNITED STATES B CENTRAL DISTRICT OF CALIFORNIA | ANKRUPTCY COURT A - SANTA ANA DIVISION |
| In re: | CASE NO.: 8:23-bk-10898-TA |
| JEFF SCOTT BEIER | CHAPTER: 7 |
| | NOTICE OF OPPOSITION AND REQUEST FOR A HEARING |
| Debtor(s). | r . |
| 1. TO (specify name): CHAPTER 7 TRUSTEE ARTURO 0 2. NOTICE IS HEREBY GIVEN that DEBTOR JEFF SCO a party in interest, hereby opposes the following request MOTION TO EMPLOY RELABILITY OF THE PROPERTY AS PROPERTY. | TT BEIER, (specify that which is opposed): |
| MOTION TO EMPLOY BRIAN THOMPSON AS DOCK | ⊏I #00 |

3. This opposition is based upon the following grounds (*specify grounds*):

Mr. Thompson has not exercised his best efforts to market the property and the estate is being deprived of the value of a significant asset by his lack of efforts.

| 4. | Attached hereto are the following documents in support of this opposition which are admissible under the Federal |
|----|--|
| | Rules of Evidence (specify declarations and exhibits by name or description): |
| | See attached Memorandum, Declaration of Jeff Beier and Jeff Moran and accompanying Exhibits. |

- 5. (Optional) Attached hereto is a Memorandum of Points and Authorities upon which opposing party will rely.
- 6. Total number of attached pages of supporting documentation:

Any reply to this opposition must be filed with the court and served on this opposing party not later than 7 days prior to the hearing on the motion.

WHEREFORE, the jundersigned prays that this court deny the subject request and set this matter for a hearing.

Respectfully submitted,

LAKE FOREST BANKRUPTCY
Printed name of law firm

Signature

ANERIO V. ALTMAN, ESQ.

Printed name

Attorney for: DEBTOR

PROOF OF SERVICE OF DOCUMENT

I am over the age of 18 and not a party to this bankruptcy case or adversary proceeding. My business address is: PO Box 515381, Los Angeles, Ca 90051

A true and correct copy of the foregoing document entitled: **Notice of Opposition and Request for a Hearing** will be served or was served (a) on the judge in chambers in the form and manner required by LBR 5005-2(d); and (b) in the manner stated below:

manner stated below: 1. TO BE SERVED BY THE COURT VIA NOTICE OF ELECTRONIC FILING (NEF): Pursuant to controlling General Orders and LBR, the foregoing document will be served by the court via NEF and hyperlink to the document. On (date) 08/09/2023 , I checked the CM/ECF docket for this bankruptcy case or adversary proceeding and determined that the following persons are on the Electronic Mail Notice List to receive NEF transmission at the email addresses stated below: Service information continued on attached page 2. SERVED BY UNITED STATES MAIL: _, I served the following persons and/or entities at the last known addresses in this bankruptcy case or adversary proceeding by placing a true and correct copy thereof in a sealed envelope in the United States mail, first class, postage prepaid, and addressed as follows. Listing the judge here constitutes a declaration that mailing to the judge will be completed no later than 24 hours after the document is filed. Service information continued on attached page 3. SERVED BY PERSONAL DELIVERY, OVERNIGHT MAIL, FACSIMILE TRANSMISSION OR EMAIL (state method for each person or entity served): Pursuant to F.R.Civ.P. 5 and/or controlling LBR, on (date) 08/09/2023, I served the following persons and/or entities by personal delivery, overnight mail service, or (for those who consented in writing to such service method), by facsimile transmission and/or email as follows. Listing the judge here constitutes a declaration that personal delivery on, or overnight mail to, the judge will be completed no later than 24 hours after the document is Delivery to the court per the court manual. Service information continued on attached page I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct. ANERIO V. ALTMAN, ESQ.

08/09/2023 Date

Printed Name

CM/ECF SERVICE

- Anerio V Altman LakeForestBankruptcy@jubileebk.net, lakeforestpacer@gmail.com
- **Greg P Campbell** chl1ecf@aldridgepite.com, gc@ecf.inforuptcy.com;gcampbell@aldridgepite.com
- Arturo Cisneros arturo@mclaw.org, CACD_ECF@mclaw.org
- Arturo Cisneros (TR) amctrustee@mclaw.org, acisneros@iq7technology.com;ecf.alert+Cisneros@titlexi.com
- Michael J Hauser michael.hauser@usdoj.gov
- United States Trustee (SA) ustpregion16.sa.ecf@usdoj.gov

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| 1 | Anerio V. Altman, Esq. #228445 Lake Forest Bankruptcy | este da estatur de la estatur | | | | | |
| 2 | PO Box 515381 Los Angeles, CA 90051 | | | | | | |
| 3 | Phone and Fax: (949) 218-2002 avaesq@lakeforestbkoffice.com ATTORNEY FOR | | | | | | |
| 4 | DEBTOR JEFFREY SCOTT BEIER | STATE OF THE STATE OF | | | | | |
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| 10 | In Re: JEFFREY SCOTT BEIER | BK. No. 8:23-bk-10898-TA | | | | | |
| 11 | and the second s | Chapter 7 | | | | | |
| 12 | | MEMORANDUM OF POINTS AND AUTHORITIES IN SUPPORT OF THE OPPOSITION TO THE MOTION TO | | | | | |
| 13 | | EMPLOY BRIAN THOMPSON FILED AS DOCKET #66 | | | | | |
| 14 | | JUDGE Hon. Theodor Albert | | | | | |
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DEBTOR JEFFREY SCOTT BEIER files this Opposition ("Opposition") to the Motion to Employ Brian Thompson of Winterstone Real Estate Development filed as Docket #66 in this matter as follows:

I. INTRODUCTION

The employment of Mr. Thompson is not in the best interests of the estate.

Mr. Thompson has done a poor job in marketing the property in a manner that has artificially deflated its sale value. Mr. Thompson has taken no steps to spruce up, or improve, the property and has employed the barest efforts to find a buyer. Based upon expert testimony provided with this Opposition, the Debtor believes the property could be sold for closer to \$3,400,000 rather than the \$3,000,000 that Mr. Thompson is proposing for the listing. It is in the best interests of the estate if a different broker, as suggested by the Debtor in this Opposition, is employed on behalf of the estate.

II. THE DISPOSITION OF THE ESTATE

The estate is not particularly complex.

The tangible¹ assets of the estate consist of the residence located at 10 Tucson, Coto De Caza, Ca 92679 ("Property"). The creditors originally scheduled consisted of 1 secured creditor with an interest in the Property in the amount of approximately \$2,786,180.50² and three unsecured creditors. Of the unsecured creditors, the largest claim belongs to the Debtor's parents who claim approximately \$500,000. Exhibit A. The next largest belongs to the Debtor's brother for \$150,000. Id. The last unsecured creditor is a former renter of the Property who has a claim for approximately \$9,500³. Id. This case was originally a Chapter 11 matter in which a Chapter 11

¹ The estate's intangible assets consist of some litigation claims which no party has sufficiently assessed at this time and some tax refunds which may or may not be set off by the taxes that are also claimed as owed by the IRS.

² POC Claim #2 filed on July 12th, 2023.
³ Id.

Case 8:23-bk-10898-TA Doc 72 Filed 08/09/23 Entered 08/09/23 22:07:18 Main Document Page 7 of 41 Trustee was appointed so there is also an anticipated administrative claim to be filed, both by the Chapter 11 Trustee, Arturo Cisneros and Mr. Beier's prior counsel. Neither administrative claim is expected to be significant. THE PROPOSED TERMS OF THE SALE Mr. Thompson proposes to sell the Property for \$3,000,000 for commission fee of 5% split between seller's and buyer's agent or \$150,000. That leaves \$2,850,000 of which the Bank of New York Mellon claims \$2,786.180.50 leaving \$63,819.50 for the estate. After administrative costs and priority debts are deducted, there is no return with the current numbers on hand to the unsecured creditors⁴. IV. PROBLEMS WITH MR. THOMPSON'S MARKETING OF THE PROPERTY Mr. Thompson has not taken the appropriate steps to market a property of this value. A. REPAIRS IN THE HOUSE There are numerous repairs that need to be made to the Property to maximize its value that are standard for the sale of a property in this community and at this price such as: 1. The pool and Jacuzzi are green and have been neglected for weeks. Exhibit C, Moran Declaration at Para 6. 2. The interior of the house shows sign of disregard. Id at Para 7. 3. There are non-matching light bulbs and malfunctioning window shades for primary "view" windows and doors;Id. 4. There are chirping fire alarms; Id.and ⁴ The Debtor recognizes, without disclosing details, that the Trustee has been hard at work trying to strike a deal among all the parties to increase the return to the estate.

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5. mold in the freezer. Id.

These are easy repairs for Mr. Thompson to have completed prior to marketing the property. None were made.

THE PICTURES BEING UTILIZED ON THE MULTIPLE LISTING SERVICE ARE POOR QUALITY

The property should have a strong presence on the MLS to increase its value. It does not.

The photos that were taken were likely taken by the realtor himself on his iphone. Id at Para 9. There are only 28 pictures showing online and for a home of this size to truly showcase its beauty and surroundings the minimum photos we suggest would be 55. Id. True and correct copies six of the pictures listed on the MLS demonstrating their equality are attached as Exhibit B. Copies of the pictures that should be online are attached to the Declaration of Jeff Moran, Exhibit C, supra.

C. THE SALES PRICE IS LOW COMPARED TO PROPERTIES IN THE AREA

The Property's current valuation is significantly off target. The Property consists of 5,854 square feet on a 15,000 square foot lot, with no neighbors on one side and no neighbors behind. Id. at Para 10. When the builder sold these homes, this lot had a \$300,000 lot premium. Id. Over the past 90 days, similar-sized homes have sold at \$590/square foot, placing this home closer to \$3,400,000. Id. Additional comparisons, such as 2 Wandering River, 1 Sky Meadow, and 12 Vela Court, further support a sales price closer to \$3,400,000. Id.

D. MR. THOMPSON DOES NOT SPECIALIZE IN ORANGE COUNTY PROPERTIES

Mr. Thompson is an accomplished individual, but his focus in not based upon Orange County, or Southern Orange County properties. His experience as a realtor began in 2010 and he has been involved in numerous bankruptcy sales and receivership transactions both here and

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|----|--|--|
| 1 | throughout the United States. Motion, Exhibit 2. This is something to be proud of, but it does not | |
| 2 | indicate that he has the sufficient experience to sell this property in this part of the United States. | |
| 3 | Someone who focuses on properties within Orange County should be selling a property of this | |
| 4 | value. See Exhibit C, Moran Declaration, supra. | |
| 5 | E. MR. THOMPSON'S COMMISSION IS PARTICULARLY HIGH | |
| 6 | Mr. Thompson's commission is on the high side for not making any repairs to the Property, | |
| 7 | nor taking any professional pictures. | |
| 8 | Mr. Thompson's commission is 5% to be split with the buyer's agent. Motion, Exhibit 1. | |
| 9 | The Debtor's suggested realtor, Jeff Moran, would take 2% with 2% to go to the buyer's agent. | |
| 10 | Moran Declaration, supra. | |
| 11 | This is a substantial savings to the estate if a different realtor is used. | |
| 12 | F. MR. THOMPSON HAS ALREADY COST THE ESTATE \$1,200 IN ELECTRICITY | |
| 13 | COSTS | |
| 14 | Since Mr. Thompson has been marketing the property over the past month, the air | |
| 15 | conditioning has been left on resulting in an electric bill of \$1,200 which is an increase from \$300 | |
| 16 | before the marketing. <u>Declaration of Jeff Beier.</u> This is an irresponsible way to manage an estate | |
| 17 | asset. | |
| 18 | V. THE POSSIBLE RISK TO THE CREDITORS DOES NOT JUSTIFY | |
| 19 | EMPLOYING MR. THOMPSON | |
| 20 | The possible risk to the creditors from the poor marketing of the Property and lack of | |
| 21 | interest by Mr. Thompson, could cost the creditors possibly \$350,000 and the difference between | |
| 22 | a middling return and a substantial return. Moran Declaration at Para 12. | |
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1 If the Property were sold for \$3,400,000, the real estate commission earned would be \$136,000 leaving a net of \$3,264,000. Of that, Bank of New York Mellon would be paid its claim 2 3 leaving \$459,819.50 for the estate. Presuming administrative costs of \$60,000, rounding up, that 4 would leave approximately \$400,000 to the estate to address \$660,000 in claims or a liquidation 5 dividend of 60%. Currently with the numbers as they are in the estate, the possible return to the 6 Creditors is less than 5%, if even that. 7 The possible benefit to the estate justifies employing a different broker. 8 VI. **PRAYER** 9 Based upon the following, Debtor requests that the employment of Brian Thompson not be 10 approved. Dated: 11 Signed: ANERIO V. ALTMAN, ESQ. 12 ATTORNEY FOR DEBTOR JEFF BEIER 13 14 15 16 17 18 19 20 21 22 23 24 MEMORANDUM OF POINTS AND AUTHORITIES

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DECLARATION OF JEFF BEIER

- I, JEFF BEIER, declare as follows:
 - 1. I am over the age of 18 and I am legally able and competent to testify to the following in a court of law if required to do so.
 - 2. I have received the bill from SDGE regarding the Property for the month of July.
 - 3. That bill is \$1,200 in July, the month in which Brian Thompson has been showing the property.
 - 4. That bill previously was around \$300.
 - I am familiar with real estate transactions and sales and understand how marketing a house works.
 - 6. I have been involved in numerous real estate transactions.
 - 7. I believe that Brian Thompson is not putting in any effort to market this Property in exchange for receiving 2.5% of the commission.
 - 8. I make these declarations under penalty of perjury of the laws of the United States.

Dated: August 9th, 2023

Signed:_

JEF BEIE

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Case 8:23-bk-10898 DMain Prediment/23 Page 13 of 4128/23 17:03:59 Desc Main Fill in this information to identify your case: Debtor 1 Jeffrey Beier First Name Middle Name Last Name Debtor 2 (Spouse, if filing) First Name Middle Name Last Name Central District of California United States Bankruptcy Court for the: Case number Check if this is an (if known) amended filing Official Form 106E/F Schedule E/F: Creditors Who Have Unsecured Claims 12/15 Be as complete and accurate as possible. Use Part 1 for creditors with PRIORITY claims and Part 2 for creditors with NONPRIORITY claims. List the other party to any executory contracts or unexpired leases that could result in a claim. Also list executory contracts on Schedule A/B: Property (Official Form 106A/B) and on Schedule G: Executory Contracts and Unexpired Leases (Official Form 106G). Do not include any creditors with partially secured claims that are listed in Schedule D: Creditors Who Hold Claims Secured by Property. If more space is needed, copy the Part you need, fill it out, number the entries in the boxes on the left. Attach the Continuation Page to this page. On the top of any additional pages, write your name and case number (if known). Part 1. List All of Your PRIORITY Unsecured Claims Do any creditors have priority unsecured claims against you? No. Go to Part 2. ☐ Yes. 2. List all of your priority unsecured claims. If a creditor has more than one priority unsecured claim, list the creditor separately for each claim. For each claim listed, identify what type of claim it is. If a claim has both priority and nonpriority amounts, list that claim here and show both priority and nonpriority amounts. As much as possible, list the claims in alphabetical order according to the creditor's name. If you have more than two priority unsecured claims, fill out the Continuation Page of Part 1. If more than one creditor holds a particular claim, list the other creditors in Part 3. (For an explanation of each type of claim, see the instructions for this form in the instruction booklet.) Total Priority Nonpriority amount amount Last 4 digits of account number _ Priority Creditor's Name When was the debt incurred? As of the date you file, the claim is: Check all that Number apply. Contingent Unliquidated ZIP Code Disputed Who incurred the debt? Check one. Debtor 1 only Type of PRIORITY unsecured claim: Debtor 2 only Domestic support obligations Debtor 1 and Debtor 2 only Taxes and certain other debts you owe the government At least one of the debtors and another Claims for death or person injury while you Check if this claim is for a community debt were intoxicated

Other. Specify

Is the claim subject to offset?

☐ No☐ Yes

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Doeument Page 33 of 65 Debtor 1 Case number (if known) _ First Name Middle Name Part 2: List All of Your NONPRIORITY Unsecured Claims 3. Do any creditors have nonpriority unsecured claims against you? ☐ No. You have nothing to report in this part. Submit this form to the court with your other schedules. 4. List all of your nonpriority unsecured claims in the alphabetical order of the creditor who holds each claim. If a creditor has more than one nonpriority unsecured claim, list the creditor separately for each claim. For each claim listed, identify what type of claim it is. Do not list claims already included in Part 1. If more than one creditor holds a particular claim, list the other creditors in Part 3. If you have more than three nonpriority unsecured claims fill out the Total claim \$500,000.00 Gary and Patricia Beier Last 4 digits of account number. Nonpriority Creditor's Name When was the debt incurred? **Drakes Bay** As of the date you file, the claim is: Check all that apply. Contingent Laguna Niguel, CA 92677 ✓ Unliquidated ZIP Code Disputed Who incurred the debt? Check one. ☑ Debtor 1 only Type of NONPRIORITY unsecured claim: Debtor 2 only Student loans Debtor 1 and Debtor 2 only Obligations arising out of a separation agreement or divorce that you did not report as priority claims At least one of the debtors and another Debts to pension or profit-sharing plans, and other Check if this claim is for a community debt similar debts is the claim subject to offset? Other. Specify ☐ No √ Yes \$10,000.00 Sandy Elsberg Last 4 digits of account number -Nonpriority Creditor's Name When was the debt incurred? 10 Tucson As of the date you file, the claim is: Check all that apply. Number Street Trabuco Canyon, CA 92679 Unliquidated ZIP Code Who incurred the debt? Check one. Disputed ☑ Debtor 1 only Type of NONPRIORITY unsecured claim: ☐ Debtor 2 only Student loans ☐ Debtor 1 and Debtor 2 only Obligations arising out of a separation agreement or divorce that you did not report as priority claims At least one of the debtors and another Debts to pension or profit-sharing plans, and other Check if this claim is for a community debt

Is the claim subject to offset?

Remarks: Security Deposit-May be held with property

☐ No ☑ Yes

management.

similar debts

Other. Specify

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Case 8:23-bk-10898 Domain Precum 20/23 Page 15/04/28/23 17:03:59 Desc Main Jeffrey s Dometement Page 34 of 65 Case number (if known) Debtor 1 First Name Middle Name Last Name

| listing any entries on this page, number them beginning | g with 4.5, followed by 4.6, and so forth. | Total claim |
|--|---|-------------|
| Steven Beier Nonpriority Creditor's Name Number Street | Last 4 digits of account number When was the debt incurred? As of the date you file, the claim is: Check all that apply. Contingent | \$150,000.0 |
| San Jose, City State ZIP Code Who incurred the debt? Check one. Debtor 1 only Debtor 2 only Debtor 1 and Debtor 2 only At least one of the debtors and another | ✓ Unliquidated □ Disputed Type of NONPRIORITY unsecured claim: □ Student loans □ Obligations arising out of a separation agreement or divorce that you did not report as priority claims □ Debts to pension or profit-sharing plans, and other | |
| ☐ Check if this claim is for a community debt Is the claim subject to offset? ☐ No ☐ Yes | similar debts Other. Specify | |

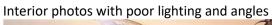
These are the MLS pictures from the current listing (there are only 28 photos total which is also way too few photos for a property this size)

Pool pictures not showing the entire pool, with shadows and bad angles and lighting Notice the garden hose that should be put away prior to the photo





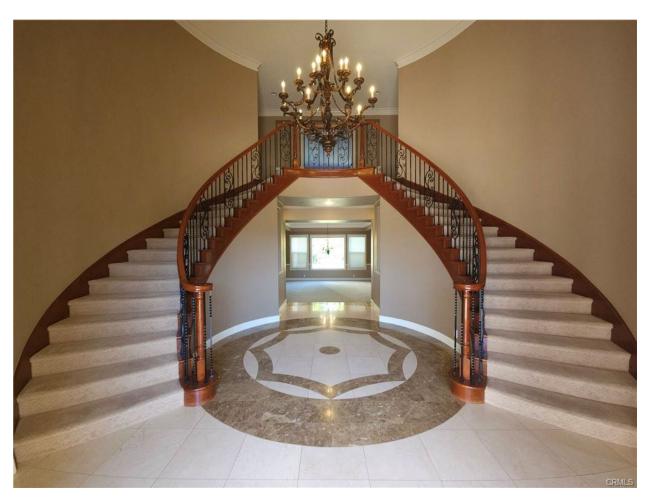


























I, Jeff Moran, declare as follows:

- I am over the age of 18 years old and we are legally able and competent to testify to the following in a court of law if required to do so.
- 2. I am a licensed real estate professional. I am a broker assigned Department of Real Estate License Number 01220171. I have been working in real estate since 1997. I work at OC Roots Real Estate and Regency Real Estate Brokers. I have attached a copy of our brokerage information to this declaration as <u>Exhibit A.</u>
- 3. We have sold more than 250 homes in the last 10 years in Orange County.
- We have reviewed the property located at 10 Tucson in Coto De Caza and we do not believe
 it is being properly marketed.
- 5. A realtor trying to sell a house of this value should be providing more care to the property.
- 6. The pool is green and appears to be neglected for weeks.
- 7. The interior of the house shows signs of disregard. From trivial, yet pertinent, details such as non-matching light bulbs and malfunctioning window shades for primary "view" windows and doors to more pressing issues like chirping fire alarms and mold in the freezer, it was clear that the necessary steps to optimally present the home for sale have been overlooked.
- 8. The state of the property is in start contract to the meticulous care and dedication we bring to every property we represent, ensuring they are shown in the best condition possible to attract the highest possible offers.
- 9. Furthermore, the property's online representation on the MLS is extremely low quality. The photos were most likely taken by the current realtor himself on his iphone. Only 28 photos are showing online and for a home this size to truly showcase its beauty and

surroundings the minimum photos we suggest would be 55. Currently the home is priced and is being shown as a distressed property which will not get the price that this home deserves. This lack of attention to detail not only undersells the property's value but also discourages potential buyers from considering it as a viable option.

- 10. In looking at comparable sales in the immediate area, we find compelling evidence that the property's current valuation is significantly off target. The subject property is 5,854 square feet on a 15,000 square foot lot, with no neighbors on one side and no neighbors behind. When the builder sold these homes, this lot had a \$300,000 lot premium. Over the past 90 days, similar-sized homes have sold at \$590/square foot, placing this home closer to \$3,400,000. Additional comparisons, such as 2 Wandering River, 1 Sky Meadow, and 12 Vela Court, further support a sales price closer to \$3.4M.
- 11. In contrast, the marketing techniques my wife and I employ are designed to enhance and showcase a home's true potential. We ensure that every visual asset is impeccably produced by our professional photographer and videographer, from bright, colorful lighting and thoughtful angles to drone photography, virtual staging and digital marketing which only 1% of Realtors really know how to effectively accomplish.
- 12. Upon evaluating recent sales in the area, we strongly believe that the highest offer received to date, \$3,070,000, undervalues the property by approximately \$350,000. We are confident that our dedicated service, combined with our effective marketing strategies, can rectify this situation and attract offers that reflect the property's true worth.
- 13. If selected as realtor, I have agreed to accept 2% commission and to sell this house within 60 days.

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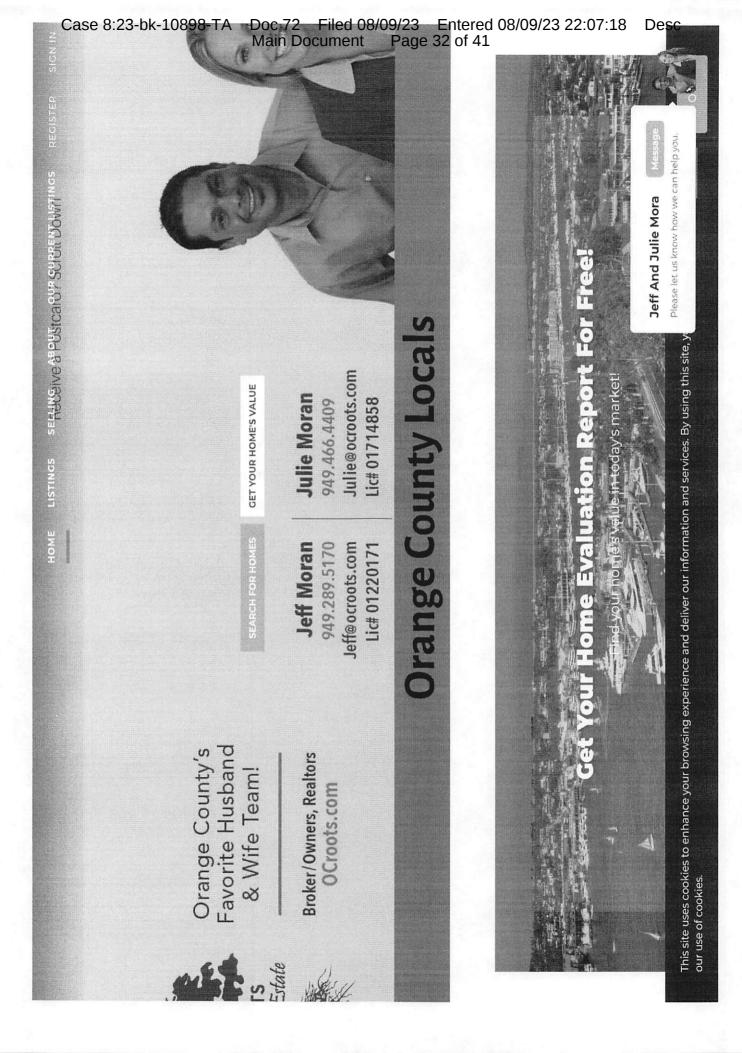
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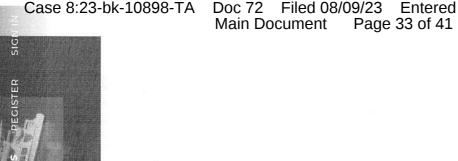
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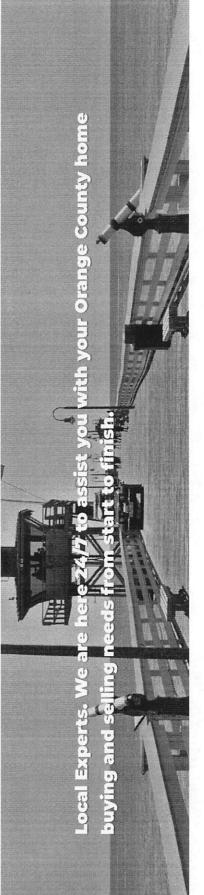
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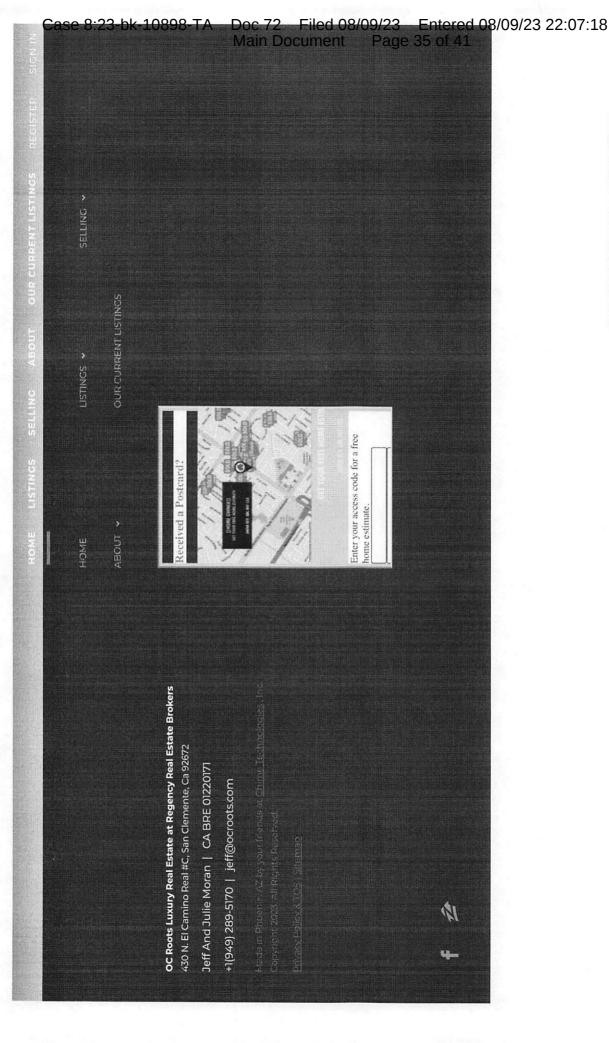
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Jeff And Julie Mora

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Jeff And Julie Mora

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What the photos should look like:











